

**HEARTLAND INSURANCE  
RISK POOL**

**JUNE 30, 2005**

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**HEARTLAND INSURANCE RISK POOL**

FINANCIAL STATEMENTS

with

REPORT OF CERTIFIED PUBLIC ACCOUNTANTS

YEARS ENDED JUNE 30, 2005 AND 2004

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## REPORT OF INDEPENDENT CERTIFIED PUBLIC ACCOUNTANTS

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Board of Trustees  
Heartland Insurance Risk Pool

We have audited the accompanying statutory statements of admitted assets, liabilities, and surplus of Heartland Insurance Risk Pool (the Pool) as of June 30, 2005 and 2004, and the related statutory statements of income and surplus and cash flow for the years then ended. These statutory financial statements are the responsibility of the Pool's management. Our responsibility is to express an opinion on these statutory financial statements based on our audits.

We conducted our audits in accordance with auditing standards generally accepted in the United States of America, Chapter 11 of the Code of Iowa, and *Government Auditing Standards*, issued by the Comptroller General of the United States. Those standards require that we plan and perform the audits to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

As described more fully in Note 1 to the financial statements, the Pool prepared these financial statements using accounting practices prescribed or permitted by Iowa Department of Commerce, Insurance Division, which is a comprehensive basis of accounting other than accounting principles generally accepted in the United States of America.

In our opinion, the financial statements referred to above present fairly, in all material respects, the admitted assets, liabilities, and surplus of the Pool as of June 30, 2005 and 2004, and the results of its operations and its cash flow for the years then ended, on the basis of accounting described in Note 1.

In accordance with *Government Auditing Standards*, we have also issued our report dated November 14, 2005 on our consideration of the Pool's internal control over financial reporting and our tests of its compliance with certain provisions of laws, regulations, contracts, and grants. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* and should be read in conjunction with this report in considering the results of our audits.

This report is intended solely for the information and use of the board of trustees of Heartland Insurance Risk Pool, the State of Iowa, the reinsurers of the Pool, and the Iowa Department of Commerce, Insurance Division and is not intended to be and should not be used by anyone other than these specified parties.

*Conner Ash P.C.*

St. Louis, Missouri  
November 14, 2005

# HEARTLAND INSURANCE RISK POOL

## STATUTORY STATEMENTS OF ADMITTED ASSETS, LIABILITIES, AND SURPLUS

	June 30,	2005	2004
<b>ADMITTED ASSETS</b>			
Investments		\$ 5,047,106	\$ 4,288,564
Cash		102,872	479,136
Total cash and investments		5,149,978	4,767,700
Accrued interest receivable		34,626	22,868
		<u>\$ 5,184,604</u>	<u>\$ 4,790,568</u>
<b>LIABILITIES AND SURPLUS</b>			
<b>LIABILITIES</b>			
Reserve for losses and loss adjustment expenses (notes 3 and 4)		\$ 2,481,980	\$ 1,866,470
Premiums received in advance		3,696	-
Other liabilities		15,950	22,450
TOTAL LIABILITIES		2,501,626	1,888,920
<b>SURPLUS</b>		<u>2,682,978</u>	<u>2,901,648</u>
		<u>\$ 5,184,604</u>	<u>\$ 4,790,568</u>

See accompanying notes and accountants' report.

# HEARTLAND INSURANCE RISK POOL

## STATUTORY STATEMENTS OF INCOME AND SURPLUS

	Years Ended June 30,	2005	2004
<b>UNDERWRITING OPERATIONS</b> (notes 2, 3, and 4):			
Premiums earned, net of reinsurance		<u>\$ 1,666,597</u>	<u>\$ 1,258,934</u>
Losses and loss expenses incurred, net of reinsurance		<u>1,660,953</u>	<u>1,680,474</u>
Underwriting expenses		<u>361,147</u>	<u>343,512</u>
		<u>2,022,100</u>	<u>2,023,986</u>
<b>NET UNDERWRITING LOSS</b>		<b>(355,503)</b>	<b>(765,052)</b>
<b>INVESTMENT INCOME</b>		<u>136,833</u>	<u>127,537</u>
<b>NET LOSS</b>		<b>(218,670)</b>	<b>(637,515)</b>
<b>SURPLUS at beginning of year</b>		<u>2,901,648</u>	<u>3,539,163</u>
<b>SURPLUS at end of year</b>		<u><u>\$ 2,682,978</u></u>	<u><u>\$ 2,901,648</u></u>

See accompanying notes and accountants' report.

# HEARTLAND INSURANCE RISK POOL

## STATUTORY STATEMENTS OF CASH FLOWS

Years Ended June 30,	2005	2004
<b>CASH FROM OPERATIONS</b>		
Net premiums collected	\$ 1,670,293	\$ 1,258,934
Net losses and loss adjustment expenses paid	(1,045,443)	(1,511,469)
Underwriting expenses paid	(367,647)	(340,362)
Cash used in operations	257,203	(592,897)
Net investment income received	125,075	166,289
<b>Net cash used in operations</b>	<b>382,278</b>	<b>(426,608)</b>
<b>CASH FROM INVESTMENTS</b>		
Proceeds from investments sold or matured	3,552,417	2,105,846
Cost of investments acquired	(4,310,959)	(1,474,561)
<b>Net cash provided by (used in) investing activities</b>	<b>(758,542)</b>	<b>631,285</b>
<b>NET CHANGE IN CASH</b>	<b>(376,264)</b>	<b>204,677</b>
<b>CASH AT BEGINNING OF YEAR</b>	<b>479,136</b>	<b>274,459</b>
<b>CASH AT END OF YEAR</b>	<b>\$ 102,872</b>	<b>\$ 479,136</b>

See accompanying notes and accountants' report.

# HEARTLAND INSURANCE RISK POOL

## NOTES TO STATUTORY FINANCIAL STATEMENTS

June 30, 2005 and 2004

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### 1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

#### Company operations

Heartland Insurance Risk Pool (the Pool) operates as a self-insured risk pool. The Pool was formed July 1, 1987 and provides insurance coverage to ten rural counties in Iowa.

The Pool self-insures workers' compensation, automobile liability, automobile physical damage, crime, and property lines of business on an occurrence basis. General liability, law enforcement, and public official errors and omissions coverage is written on a claims-made basis.

#### Basis of presentation

The Pool prepares its statutory financial statements in conformity with accounting practices prescribed or permitted by the Iowa Department of Commerce, Insurance Division. The statutory accounting financial statements are in accordance with the National Association of Insurance Commissioners (NAIC) *Accounting Practices and Procedures Manual*, subject to any deviations prescribed or permitted by the State of Iowa insurance commissioner. The Pool is currently applying only prescribed accounting practices. Statutory accounting practices, in accordance with NAIC *Accounting Practices and Procedures Manual*, vary in some respects from accounting principles generally accepted in the United States of America (GAAP) and include the following: (1) reinsurance recoverables on unpaid losses are netted rather than presented gross, (2) the statutory financial statements do not include a statement of comprehensive income, and (3) the statement of cash flows does not include classifications consistent with GAAP, and a reconciliation of net income to net cash provided by operating activities is not provided.

#### Use of estimates

The preparation of statutory financial statements in conformity with accounting practices prescribed or permitted by the Iowa Department of Commerce, Insurance Division, requires management to make estimates and assumptions that affect the reported amounts of admitted assets and liabilities and disclosure of contingent assets and liabilities at the date of the statutory financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

See accountants' report.



## 1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - CONTINUED

### Valuation of investments

Investments are comprised of certificates of deposit with varying maturities and are carried at cost, which approximates fair value. The cost of securities sold is based upon the specific identification method. Maturities were as follows at June 30:

	2005	2004
Less than 1 year	<b>\$1,624,280</b>	\$3,230,790
One to two years	<b>3,422,826</b>	1,057,774
	<b><u>\$5,047,106</u></b>	<b><u>\$4,288,564</u></b>

### Premium income recognition

All policies have a twelve-month term and expire on June 30. As a result, all premiums are earned by the June 30 year-end and are reported net of applicable reinsurance.

### Reserve for losses and loss adjustment expenses

The Pool provides liabilities for losses based upon undiscounted aggregate case basis estimates for losses reported; estimates of unreported losses based upon past experience, modified for current trends; and deductions of amounts for reinsurance placed with reinsurers. Losses are reported net of amounts recoverable from salvage and subrogation.

### Income taxes

The Pool was formed under Chapter 28E of the Iowa Code and is tax-exempt under Section 115 of the Internal Revenue Code.

## 2. SERVICE AGREEMENTS

The Pool has an agreement with Arthur J. Gallagher & Co. to act as a service agent for the self-insured lines of business and provides administrative and loss control services. The Pool has another agreement with Alternative Risk Services LLC to provide claims services. The service fees for the years ended June 30, 2005 and 2004 were as follows:

	2005	2004
Claims services	<b>\$105,000</b>	\$105,000
Administrative services	<b>146,120</b>	140,500
Loss control services	<b>70,304</b>	67,600
	<b><u>\$321,424</u></b>	<b><u>\$313,100</u></b>

**See accountants' report.**

### 3. REINSURANCE

The Pool cedes insurance to other insurers in order to limit its maximum loss through risk diversification. Insurance ceded by the Pool does not relieve its primary liability as the originating insurer. The amounts deducted for reinsurance ceded were as follows:

	Direct	Ceded	Net
2005:			
Premiums written and earned	\$2,806,037	\$1,139,440	\$1,666,597
Losses and loss adjustment expenses incurred	\$1,710,030	\$ 49,077	\$1,660,953
Reserve for losses and loss adjustment expenses	\$3,273,850	\$ 791,870	\$2,481,980
2004:			
Premiums written and earned	\$2,412,179	\$1,153,245	\$1,258,934
Losses and loss adjustment expenses incurred	\$1,680,474	\$ -	\$1,680,474
Reserve for losses and loss adjustment expenses	\$2,609,263	\$ 742,793	\$1,866,470

The basic ceded reinsurance treaties benefiting the Pool apply to risks on an excess basis. The base per occurrence retention levels of the Pool are as follows:

Policy period ended	Workers' compensation	Auto, law enforcement, public official and general liability	Property
Through June 30, 2002	\$350,000	\$250,000	\$ 50,000
June 30, 2003	\$350,000	\$350,000	\$100,000
June 30, 2004	\$500,000	\$350,000	\$100,000
June 30, 2005	\$750,000	\$400,000	\$100,000

The Pool does not have aggregate reinsurance for periods after June 30, 2002.

**See accountants' report.**

#### 4. RESERVE FOR LOSSES AND LOSS ADJUSTMENT EXPENSES

Activity in reserve for losses and loss adjustment expenses is summarized as follows:

	2005	2004
Balance as of July 1, net of reinsurance recoverable of \$742,793 in 2004 and 2003	<b>\$1,866,470</b>	\$1,697,465
Incurred related to:		
Current year	<b>1,622,030</b>	1,460,155
Prior years	<b>38,923</b>	220,319
Total incurred	<b>1,660,953</b>	1,680,474
Paid related to:		
Current year	<b>431,104</b>	539,765
Prior years	<b>614,339</b>	971,704
Total paid	<b>1,045,443</b>	1,511,469
Balance as of June 30, net of reinsurance recoverable of \$791,870 in 2005 and \$742,793 in 2004	<b>\$2,481,980</b>	\$1,866,470

The reserving process relies on the basic assumption that past experience, adjusted for the effect of current developments and likely trends, is an appropriate basis for predicting future events. Reserve amounts are necessarily based on management's informed estimates. As other data becomes available and is reviewed, these estimates and judgments are revised, resulting in increases and decreases to existing reserves. As a result of changes in estimates of ultimate losses on insured occurrences in prior years, the Pool had an unfavorable development of \$38,923 and \$220,319 for 2005 and 2004, respectively. Development for losses and loss adjustment expenses on prior years could vary significantly due to the small size of the Pool.

#### 5. CONTINGENCIES

The Pool is subject to numerous lawsuits arising in the normal course of the insurance business. The Pool believes that the resolution of these lawsuits will not have a material adverse effect on its financial condition or its results of operations. The Pool has reserves which are believed adequate to cover any potential liabilities arising out of all such pending or threatened proceedings.

See accountants' report.



The Board of Trustees  
Heartland Insurance Risk Pool:

We have audited the statutory financial statements of the Heartland Insurance Risk Pool (the Pool) as of and for the year ended June 30, 2005 and have issued our report thereon dated November 14, 2005. We conducted our audit in accordance with auditing standards generally accepted in the United States of America, Chapter 11 of the Code of Iowa, and the standards applicable to financial audits contained in Government Auditing Standards, issued by the Comptroller General of the United States.

### **Compliance**

As part of obtaining reasonable assurance about whether the Pool's statutory financial statements are free of material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts, and grants, noncompliance with which could have a direct and material effect on the determination of financial statement amounts. However, providing an opinion on compliance with those provisions was not an objective of our audit, and, accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance that are required to be reported under Government Auditing Standards.

### **Internal Control Over Financial Reporting**

In planning and performing our audit, we considered the Pool's internal control over financial reporting in order to determine our auditing procedures for the purpose of expressing our opinion on the financial statements and not to provide assurance on internal control over financial reporting. Our consideration of internal control over financial reporting would not necessarily disclose all matters in internal control over financial reporting that might be material weakness. A material weakness is a condition in which the design or operation of one or more internal control components does not reduce to a relatively low level of risk that misstatements in amounts that would be material in relation to the financial statements being audited may occur and not be detected within a timely period by employees in the normal course of performing their assigned functions. We noted no matters involving internal control over financial reporting and its operation that we consider to be material weaknesses.

This report is intended solely for the information and use of the Board of Trustees of the Pool, the State of Iowa, the reinsurers of the Pool, and the Iowa Department of Commerce, Insurance Division and is not intended to be and should not be used by anyone other than these specified parties.

*Conner Ash P.C.*

November 14, 2005